

Message Text

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SUBJ: EARLY WARNING AND PROPOSED VISIT IN CONNECTION WITH
THE CONSTRUCTION OF A NEW CARGO TRUCK TERMINAL IN CALI.

REPRESENTATIVES OF CENTRALES DE TRANSPORTES S.A., THE LOCAL ENTITY WHICH BUILT AND OPERATES CALI'S INTER-CITY PASSENGER TERMINAL, VISITED THE CONSULATE TODAY REQUESTING ASSISTANCE FOR A TWO-MEN COMMERCIAL VISIT TO THE UNITED STATES IN CONNECTION WITH THE PLANNED CONSTRUCTION OF A NEW CARGO-TRUCK TERMINAL IN CALI. THE PROPOSED TERMINAL, TO BE CALLED "TERMINAL DE EMPRESAS DE TRANSPORTES DE CARGA, WILL CONCENTRATE IN ONE INSTALLATION ALL CARGO RECEPTION STATIONS, NOW SCATTERED THROUGHOUT THE CITY. THE PROJECT IS EXPECTED TO COST APPROXIMATELY SIX MILLION DOLLARS AND WILL INCLUDE FACILITIES FOR EACH FIRM, A WAREHOUSE, TRUCK PARKING AREAS, SPARE PARTS AND SERVICING FACILITIES, AND LODGING FOR THE TRUCK DRIVERS, AS WELL AS A SHOPPING CENTER. THE PROPOSED INSTALLATION IS TO COVER AN AREA OF BETWEEN 60-70,000 SQUARE METERS. WAREHOUSE FACILITIES WOULD BE FOR NON-PERISHABLE PRODUCTS ONLY.

STOCKHOLDERS IN THE TERMINAL DE EMPRESAS DE TRANSPORTES DE CARGA WILL INCLUDE THE NATIONAL RAILWAYS, GOVERNMENT OF THE DEPARTMENT OF VALLE, CITY OF CALI, EMPRESAS MUNICIPALES DE CALI, CORPORACION FINANCIERA DEL TRANSPORTE AND THE CORPORACION DE ABASTECIMIENTOS DEL VALLE DEL CAUCA, S.A. (CAVASA).

THE REPRESENTATIVES OF CEC RALES DE TRANSPORTES S.A., MR. AURELIO GARCES V., MANAGER, AND MR. JAIME RAMIREZ, PLANNING ENGINEER,
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PAGE 02 CALI 00556 132150Z

HAVE ASKED FOR THE CONSULATE'S ASSISTANCE IN OBTAINING GUIDANCE

FROM THE DEPARTMENT OF COMMERCE AS TO THE LOCATION OF SIMILAR CARGO TRUCK TERMINALS IN THE UNITED STATES WHICH THEY MIGHT VISIT. THEY ARE PRIMARILY INTERESTED IN LEARNING THE ADMINISTRATIVE OPERATION OF SUCH TERMINALS, AS WELL AS CONSULTING WITH THE ENGINEERING FIRMS INVOLVED IN THEIR CONSTRUCTION. THE GENTLEMEN ALSO WOULD BE INTERESTED IN DISCUSSING POSSIBLE SOURCES OF FINANCING AVAILABLE IN THE UNITED STATES. THEY EXPECT TO HAVE APPROVAL FOR FOREIGN FINANCING FROM THE COLOMBIAN NATIONAL PLANNING OFFICE.

THE CONSULATE WOULD GREATLY APPRECIATE THE DEPARTMENT OF COMMERCE'S ASSISTANCE IN PREPARING AN ITINERARY MOST SUITABLE FOR ACCOMPLISHING THE OBJECTIVES OUTLINED ABOVE. THE CONSULATE PROPOSES TO EXTEND A COMMERCIAL INVITATION UPON RECEIPT OF A RECOMMENDED ITINERARY.
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